

Message Text

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DRAFTED BY MRSMITH

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EB/ITP/EWT:JTARTTER

EUR/CE:BFLATIN(SUBS)

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R 252059Z APR 74

FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST

AMEMBASSY VIENNA

INFO AMEMBASSY WARSAW

C O N F I D E N T I A L STATE 084805

VIENNA FOR EWTC; WARSAW FOR SMITH

E.O. 11652: N/A

TAGS: BTRA,RO

SUBJECT: BUSINESS TRAVEL: MAUREEN R. SMITH

1. MAUREEN R. SMITH, TRADE DEVELOPMENT ASSISTANCE OFFICER, BUREAU OF EAST-WEST TRADE, AND DEPUTY DIRECTOR AVIATION GROUND SUPPORT EQUIPMENT TRADE MISSION TO MOSCOW, WARSAW AND BUDAPEST WILL VISIT ADDRESSEE POST FOLLOWING COMPLETION OF MISSION ITINERARY

2. FOR BUCHAREST: SMITH ARRIVING FROM BUDAPEST 1700 HOURS SUNDAY 05 MAY VIA TAROM FLIGHT 226. SMITH DESIRES DISCUSSIONS WITH ROMANIAN OFFICIALS CONCERNING SIKORSKY HELICOPTER CO-PRODUCTION VENTURE, MEDIUM-RANGE JET AIRCRAFT PURCHASE, AND PROPOSED ELECTRONICS COMPLEX. WE RECOGNIZE SENSITIVE NATURE OF THESE ISSUES AND WISH TO EMPHASIZE SMITH CONTACT
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SOLELY FOR PURPOSE OF GATHERING INFORMATION WITHIN SMITH'S

WOLE AS EAST-WEST TRADE DEVELOPMENT ASSISTANCE OFFICER IN BEWT. FOR HELICOPTER VENTURE WE INTERESTED OBTAINING AS MUCH INFORMATION AS POSSIBLE ON WHERE PROJECT FITS INTO ROMANIAN OVERALL INDUSTRIAL PLAN AND HOW IT CONTRIBUTES TO ECONOMIC DEVELOPMENT. ALTHOUGH DECISION ON AIRCRAFT TRANSACTION WILL SOME MONTHS AWAY, WE ARE INTERESTED IN DETERMINING TO EXTENT POSSIBLE CURRENT ROMANIAN THINKING ON U.S. VS. BRITISH CRAFT AND ON OFFSET ARRANGEMENTS CONTEMPLATED BY ROMANIANS. AS EMBASSY AWARE, ELECTRONICS PROJECT HAS FOR SOME TIME BEEN ON ROMANIAN LIST OF PROJECTS FOR WHICH THEY WOULD LIKE OUR HELP IN FINDING A JOINT VENTURE PARTNER. DISPUTE REPEATED REQUESTS WE HAVE NOT OBTAINED SUFFICIENT INFORMATION FROM ROMANIANS TO MAKE A MEANINGFUL APPROACH TO U.S. COMPANIES. SMITH HOPES TO OBTAIN MORE SPECIFICS ON WHAT ROMANIANS HAVE IN MIND. SMITH ALSO WISHES TO EXPLORE WITH ROMANIANS OTHER POTENTIAL HIGH TECHNOLOGY PROJECTS BEING PLANNED BY ROMANIANS IN ORDER TO BE ABLE TO KEEP U.S. FIRMS ADVISED OF PROJECT OPPORTUNITIES. IN THIS CONNECTION SMITH HOPES DISCUSS WHERE TECHNICAL COOPERATION AGREEMENTS OF TYPE RECENTLY SIGNED BY MINISTRY OF FOREIGN TRADE ON BEHALF "APPROPRIATE ROMANIAN ECONOMIC ORGANIZATIONS" FIT INTO THE DEVELOPMENT OF TRADE RELATIONS WITH PARTICULAR FIRMS.

3. EMBASSY REQUESTED TO ARRANGE APPOINTMENTS WITH APPROPRIATE ROMANIAN OFFICIALS. EMBASSY ALSO REQUESTED RESERVE SINGLE AT INTERCONTINENTAL OR OTHER HOTEL NEAR EMBASSY.

4. FOR VIENNA: SMITH ARRIVING FROM BUCHAREST 0850 MAY 8 VIA TAROM 213. PURPOSE OF VIENNA STOP TO VISIT EAST-WEST TRADE CENTER AND MEET WITH US FIRMS WITH VIENNA OFFICE FOR EAST-WEST TRADE INCLUDING:
IBM

MEMOREX

HEWLETT PACKARD

SPERRY UNIVAC

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UNITED AIRCRAFT

5. SMITH WOULD ALSO BE AVAILABLE FOR OTHER BUSINESS CONSULTATION AS SUGGESTED BY EAST-WEST TRADE CENTER.

6. EWTC REQUESTED RESERVE SINGLE AT VIENNA INTERCONTINENTAL.

7. ADDRESSEE POSTS REQUESTED CABLE CONFIRMATION ABOVE

ARRANGEMENTS FOR SMITH AT EMBASSY BUDAPEST PRIOR TO MAY 1.
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